

Message Text

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PAGE 01 DOUALA 00190 220755Z

43

ACTION AF-05

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FM AMCONSUL DOUALA

TO USDOC WASHDC

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AMEMBASSY YAOUNDE

UNCLAS DOUALA 0190

E.O. 11652: N/A

TAGS: BFOL CM

SUBJECT: WTDR REQUEST UNISALES INTL. CORP.

REF: USDOC 9932

1- UNISALES INTERNATIONAL CORPORATION, B.P. 2125 DOUALA. OFFICER
IMO EGWURONU OBASI, MANAGER - TEL. 42-43-39 - CABLE: UNISALES
DOUALA.

2. ESTABLISHED 1971 - CAPITAL : 5,000,000 F. CFA - EMPLOYS
EIGHT PLUS SIX SALESMEN - OPERATES IN NIGERIA, CAMEROON,
DAHOMY, TOGO AND NIGER - IMPORTS FROM U.S. AND EUROPEAN
COMMON MARKET PLUS JAPAN.

3. FINANCIAL REFERENCES: BICIC, B.P. 4070 DOUALA. COMMERCIAL
REFS: UNITED EXPORT CLOTHING C.O., INC., NEW YORK: RIVERTEX CO.
INC., NEW YORK: DOMSEY TRADING CORPORATION: MASCO CORP.,
MASSACHUSETTS: ATLANTIC MODERNAIRS CORPMN LOS ANGELES, CALIF.

4. FIRM IS 3 YEARS OLD IN DOUALA. SPECIALIZES IN SALE OF COTTON
REMMANTS PLUS ARTIFICIAL LEATHERETTES, TOBACCO AND BUILDING
MATERIALS IMPORTED MAINLY FROM U.S. JAPAN, GERMANY (BUILDING
MATERIALS ONLY) HOLLAND - ANNUAL SALES VOLUME REPRESENTS LESS
THAN 60,000,000 F.CFA- ACTS AS AGENT OF MORE S INTERNATIONAL,
OSAKA, JAPAN FOR 5 YRS, HANAH TRADING CO.
LTD, OSAKA, JAPAN, 1 YR, MASCO EXPORT CORPS., U.S.A. 10 YRS.

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5. FIRM IS A BRANCH OF NIGERIAN COMPANY BASED IN ABA (MAIN OFFICE) WITH ANOTHER BRANCH IN LAGOS. COMPANY HAS LONG EXPERIENCE IN BUSINESS IN NIGERIA. DOUALA BRANCH IS MODERNIZING ITS PREMISES SO AS TO ADAPT TO ITS INCREASING ACTIVITIES - BANK REFERENCE ARE NOT UNFAVORABLE, BUT IT IS SAID THE PERSONAL FINANCIAL STANDING OF TWO ASSOCIATES IS UNKNOWN. YET FINANCIAL TERMS ARE PUNCTUALLY AND STRICTLY MET. RECOMMENDED FOR TRADE CONTACTS WITH U.S. FIRMS ALTHOUGH CAUTION SHOULD PREVAIL IN THE DEALS.
MITHOEFER

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NNN

*** Current Handling Restrictions *** n/a

*** Current Classification *** UNCLASSIFIED

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